

Voluntary Disclosure of GSK in Canada payments to HCPs and HCOs in 2017



Our path towards transparency



We have been leading the transformation of the traditional model between industry and healthcare professionals (HCPs) and healthcare organizations (HCOs) relationships based on transparency and trust. We want to increase confidence in our healthcare system and the relationships between GSK and HCPs.

We are pioneers



Since 2014, we've changed how we deliver information to HCPs. This includes: independent funding for medical education; no longer paying HCPs to promote or speak about our medicines; incentivizing sales representatives based on scientific knowledge and quality of service.

The important relationship between industry and HCPs

The relationship between healthcare companies and HCPs is an essential part of patient care, disease understanding as well as the research and discovery of innovative medicines in Canada. By continuing to be transparent of these relationships, we are evolving with society's expectations.



Collaborations

GSK collaborates with HCPs and HCOs to foster scientific exchange which benefit patients.

Collaborations are bound by local and international laws and regulated by Innovative Medicines Canada's **Code of Ethical Practices**.



What are payments or transfers of value?

They are collaborations and contributions, both monetary and non-monetary made to HCPs and HCOs.



What are the collaborations for?

- Grants to HCOs.
- Training activities and scientific professional meetings.
- R&D activities.
- Provision of services such as consulting.



What does aggregate disclosure mean?

We are publishing data in aggregate, a consolidated total of all payments made to HCPs and HCOs per category.


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The Figures

GSK's voluntary decision to publish our payments to HCPs and HCOs is part of our commitment to greater transparency and high ethical standards in our business practices. The "**Voluntary Framework on Disclosure**" was developed by **Innovative Medicines Canada**.

All payment information is captured in aggregate form (one sum total) and presented below in **three categories**:

 **\$1,418,258**
Fees for HCP Services

 **\$1,199,940**
Funding to HCOs

 **\$0**
Sponsorship of HCP Travel

Total Payments of all categories **\$2,618,198**

 **\$729,425,756**
2017 GSK in Canada Sales

Payments represent **0.3%** of Sales

 **\$65,689,314**
GSK invested into Canada R&D in 2017

R&D as a % of Sales: **9.0%**

 **\$991,648**
Our 2017 Community Groups Grants and Donations total

GSK also provides and publishes funding made to patient groups. To view 2017 funding click [here](#).

For clarity purposes only, please note the following:

- Applicable taxes may be included or excluded.
- The values provided may include certain related incidental expenses (such as, but not limited to, mileage reimbursement for travel).
- Transfer of Value (ToV) is captured according to the General Ledger date and not necessarily the date on which payment was made. Therefore, some activities in 2016 are reported as ToVs in 2017, and some activities that occurred in 2017 will be reported in the 2018 report.
- Payments made to HCOs may include payments that were passed through to HCPs as fee for service and, if so, will be captured in either category 1 or category 2, but the same payment will not be captured in both categories.
- Total funding to HCOs may also include payments to Patient Associations, as the reporting system does not have the functionality to separate out such payments.
- GSK has used its reasonable best efforts to capture the most comprehensive data possible according to its knowledge and interpretation of the Voluntary Framework of Payments to HCPs/HCOs.

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